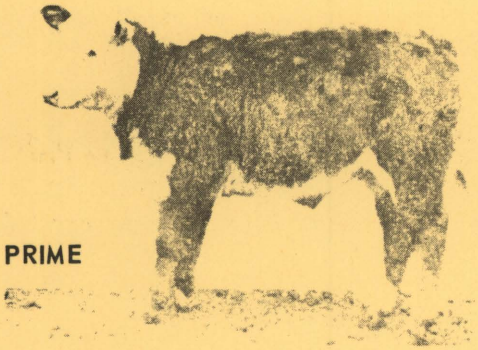
Analysis of

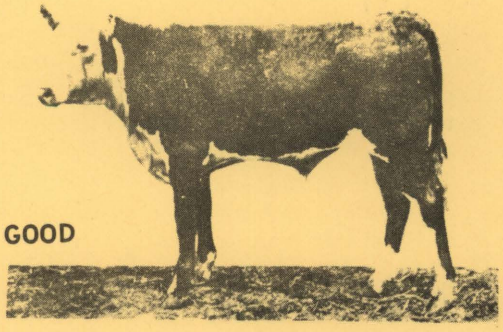
OHIO DEMONSTRATIONAL FEEDER CALF SALES

Based on Federal Feeder Calf Grade Standards, 1964



PRIME

CHOICE



GOOD

COOPERATIVE EXTENSION SERVICE
THE OHIO STATE UNIVERSITY

FEDERAL GRADE DESCRIPTIONS

Federal Prime:

(a) Prime. Feeder cattle which possess typical minimum qualifications for the Prime grade are extremely thrifty and are very large for their age, breed considered. They are very thickly muscled throughout. They are wide through the chest with well sprung ribs and are moderately wide and thick through the crops, back, and loin. The rounds tend to be thick and the twist is moderately deep. They usually have straight top and bottom lines and usually are moderately deep in the fore and rear flanks. The legs tend to be short, are set wide apart, and usually are straight. The head is usually short and wide and the neck usually is short and thick. They have large, rugged frames with moderately large but refined bone. They have a high degree of summetry and smoothness throughout, and usually show no evidence of non-beef breeding. They have a logical slaughter potential of Prime. Only steers and heifers are eligible for the Prime grade. 1/

Prior to September 26, 1964, cattle with these characteristics were called Fancy. The name Fancy was changed to Prime.

In *past years* calves reported in the *Ohio* Summary of Demonstrational Feeder Calf Sales possessing these qualities were called *Choice*.

Federal Choice:

(b) Choice. Feeder cattle which possess typical minimum qualifications for the Choice grade are very thrifty and are large for their age, breed considered. They are thickly muscled throughout. They are moderately wide through the chest with a moderate spring of ribs and are slightly wide and thick through the crops, back, and loin. The rounds are slightly thick and the twist is slightly deep. They usually have straight top lines and usually are moderately deep in the fore and rear flanks. The legs are slightly short, and are set moderately wide apart and usually are straight. The head usually is moderately short and wide and the neck usually is slightly short and thick. They have moderately large, rugged frames, and the bone usually is moderately large, but may be slightly fine or slightly large and coarse. They have a moderate degree of symmetry throughout and usually show a very high proportion of beef breeding. They have a logical slaughter potential of Choice.

In *past years* calves reported in the *Ohio* Summary of Demonstrational Feeder Calf Sales possessing these qualities were called *Good*.

Federal Good:

(c) Good. Feeder cattle which possess typical minimum qualifications for the Good grade are thrifty but may be slightly small for their age, breed considered. They are slightly thick muscled throughout. They are slightly narrow through the chest and may be slightly deficient in spring of rib. They are slightly narrow through the crops, back, and loin. The muscles of the rump are slightly sunken and the hips and shoulder joints are slightly prominent. The rounds are slightly thin and the twist is slightly shallow. They usually have moderately straight top lines but may lack depth in the rear flank. The legs tend to be slightly long, are set slightly wide apart, and frequently are crooked. The head is usually slightly short and wide and the neck usually is slightly long and thin. They have a slightly large frame and the bone usually is slightly fine, although it may also be slightly larger and coarse. They are slightly irregular and rough in appearance and usually are predominantly of beef breeding. They have a logical slaughter potential of Good.

In *past years* calves reported in the *Ohio* Summary of Demonstrational Feeder Calf Sales possessing these qualities were called *Medium*.

1/ Source: Reprinted from The Federal Register of August 26, 1964

265/1200

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Analysis of
Ohio Demonstrational Feeder Calf Sales
Based on Federal Feeder Calf Grade Standards, 1964

Dr. Charles H. Ingraham
Extension Economist
Livestock Marketing

Ohio Demonstrational Sales Used Federal Feeder Calf Standards in 1964

From 1957 to 1963 terms similar to those used for Federal Standards were used to describe calves sold in Ohio Demonstrational Sales. However, no particular attempt was made to make the grading - quality wise - coincide with the Federal Standards. The same feeder calf pictures used on the cover of this report were printed on the cover of the 1959 and the 1960 Summaries for the Ohio Demonstrational Feeder Calf Sales in an effort to "Call to the attention of feeder calf marketing committees the fact that the grading standards used to report prices in Ohio Demonstrational Feeder Calf Sales were not Federal Standards." Members of Ohio feeder calf marketing committees recognized the two Standards and elected to "Follow Federal Quality Standards if Federal Standard terms are used to describe grades." Federal Grade Standards for feeder calves are used in this (1964) report for the first time. All prior reports published for Ohio Demonstrational Feeder Calf Sales and data printed in this analysis for the years 1957-1963 used a grade standard that called calves possessing quality characteristics equal to Federal Choice, Good; calves of sufficient quality to grade Good under Federal Standards, Medium. This same system of grading continues to be used in Ohio to report prices of feeder calves sold in certain Ohio livestock markets. Ohio does not have a public livestock market news reporting service -- neither State, State-Federal or Federal -- for cattle prices except at the Cincinnati terminal. Ohio feeder cattle prices and finished cattle prices are reported by marketing agencies.

1963 Demonstration of Federal Grade Standards

As reported on the cover letter you received with the 1963 Summary of Ohio Demonstrational Sales, "Cattle previously graded and sold in Ohio Demonstrational Feeder Calf Sales were later regraded by Mr. Bruce Harding, Supervisor, U.S. Market news and Mr. Ed Kimbrell, Standards Division, AMS, USDA. This research showed that the feeder calf grades used in the Summary of the 1963 Ohio Demonstrational Feeder Calf Sales, A. E. 358, were approximately one grade below Federal Standards."

Federal grade standards are basic to the modern day marketing of livestock and meats in this country. This comprehensive statement is made with the full realization that only a minor portion of the livestock and meat produced is officially identified for grade as it moves through the marketing processes. Nevertheless, the efficient functioning of our complicated marketing structure is dependent upon a national yardstick to identify the volume as well as the prices that are being paid for the various qualities of livestock and meat.

In the early development of our livestock markets, there was little need for grades. Production, trading, slaughtering, and consumption were all accomplished within a radius of a very few miles. Descriptive terminology was developed within each marketing area to describe the kind of livestock produced in that particular area. However, as our economy expanded, and with the advent of railroads and refrigeration and the general westward movement of the livestock industry, local terminology was no longer sufficient. There was a need for standardization between markets to provide an equitable basis for comparison and competition.

Recognizing the need for accurate market information, the Congress authorized the Department of Agriculture in 1916 to set up a national market news reporting system for livestock and meat. Immediately this created the necessity for adopting national standards for grades of livestock and meats.

Grading is so essential in modern merchandising that if the Federal Government were not to provide it, private sources would. Insofar as skill in grading is concerned, private graders and government graders could be equally competent. But, there is a real difference between private, individual State and Federal grading. In private grading there could be as many sets of grades as grading firms. Each state could have different standards. In Federal grading there is a single set of grade standards, and as nearly uniform nationwide grading as can be achieved through constant supervision and regional interchange of grading personnel.

A single system of grades allows all handlers of livestock and meat -- dealers, packers, wholesalers and retailers, large and small, central and local -- equal entry in the market. It sharpens competition and reduces cost. Much of the potential benefit of grading is lost when there is no standard system but many different individual grading systems.

Federal grading of meat has been a voluntary service which has been available to the industry packer on a fee basis and is normally used only when a product can be merchandised to better advantage with a federal grade identification than without it.

While the U.S.D.A. has no official grading program for feeder cattle, the standards are used as the basis for Federal and Federal-State livestock market news reports on feeder cattle. The importance attached to these reports by the trade makes it imperative that the standards be formulated on as sound a basis as possible.

Basis of Federal Standards

The Federal grade of a feeder animal is determined from a composite evaluation of two general value-determining characteristics -- its logical slaughter potential and thriftiness.

The logical slaughter potential of an animal is its slaughter grade at that stage of its development when its carcass quality grade and its conformation grade are equal.

Conformation, or inherent muscular development, is the most important single factor affecting the Federal grade for a feeder animal. In the Federal Standards, conformation is determined by appraising the development of the muscular system in relation to the development of the skeletal system.

On May 28, 1963, the Federal Register carried notice of proposed official U.S. Standards for feeder calves. This proposal was open for comments until the end of December, 1963.

In mid-December demonstrations of Federal Standard Grades for feeder cattle were demonstrated at five meetings in Ohio at which time calves previously graded in 1963 Ohio demonstrational sales were regraded.

The Federal Register on August 26, 1964, carried notice of official Federal Standards for grades of cattle to become effective September 25, 1964.

The major changes in the Federal standards from those previously used by U.S. Market News were: The term Fancy was changed to Prime, and the term Medium was changed to Standard for animals under 48 months of age, and Commercial for cattle over 48 months of age.

Ohio Area Marketing Committees Elect to Use Federal Feeder Calf Grade Standards in 1964

All but two of the Ohio Demonstrational Feeder Calf Sales used Federal standard feeder calf grades in the fall of 1964. (Page 8 and 22) Participants in Ohio demonstrational sales, buyers and sellers, can now make buying and selling decisions based on U.S. Market News Reports carried on Ohio radio and TV broadcasts and official U.S.D.A. Market News Reports published in local newspapers and trade publications.

Grade Terminology Prior to 1964 Not Representative of Federal Grades

It is recognized that the standards used in this report in past years were not Federal Standards but those accepted and used by certain segments of Ohio's livestock marketing industry for price reporting purposes. Nevertheless, the efficient functioning of our livestock marketing structure is dependent upon a nationwide system of grade standards to identify the volume as well as the prices paid for the various qualities of livestock and meat that are marketed.

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OHIO DEMONSTRATIONAL FEEDER CALF SALES 1/

FALL 1964

Calves Only

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	104	49585	477	24.32	12,062.04	115.98	18.00-29.95
Choice	3146	1414905	450	23.39	331,000.70	105.21	18.00-33.00
Good & Choice	24	10225	426	22.00	2,249.50	93.73	22.00
Good	3325	1491710	449	21.63	322,655.25	97.03	15.50-29.00
Total & Ave.	6599	2966425	450	22.52	667,967.49	101.22	15.50-33.00

HEIFERS

Prime	39	17865	458	20.47	3,657.65	93.78	18.50-26.00
Choice	2808	1178560	420	18.66	219,898.61	78.31	16.00-52.00
Good & Choice	44	16255	369	17.00	2,763.26	62.80	16.75-17.75
Good	2486	1033150	416	17.48	180,641.60	72.66	12.00-25.50
Total & Ave.	5377	2245830	418	18.12	406,961.12	75.69	12.00-52.00

SALE AVERAGE 1/

Steers	6599	2966425	450	22.52	667,967.49	101.22	15.50-33.00
Heifers	5377	2245830	418	18.12	406,961.12	75.69	12.00-52.00
Total & Ave.	11976	5212255	435	20.62	1,074.928.61	89.76	12.00-52.00

Source: Primary and secondary sale data

1/ All sales included in this summary were graded by the same grader using uniform standard grades.
Original grading data not available for Oct. 8 sale, therefore this sale cannot be included in this break down by grades. "Green Clamps" sold in the Oct. 22 sale are not included.

SUMMARY

TOTAL CALVES

OHIO DEMONSTRATIONAL FEEDER CALF SALES 1/

FALL 1964

SALE AVERAGE

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Steers	7218	3254785	451	22.56	734,218.43	101.72	15.50-33.00
Heifers	5738	2406995	419	18.18	437,731.46	76.28	12.00-52.00
Total & Ave.	12956	5661780	437	20.70	1,171,949.89	90.46	12.00-52.00

Source: Primary and secondary sale data

1/ All "Ohio Approved" sales included in this summary were graded by the same grader using uniform grade standards. See Ohio Cooperative Extension Bulletin 447. The Oct. 8 sale for which original grading data was not available for the preparation of this report is included. "Green Clamps" sold in the Oct. 22 sale are included.

TOTAL SUMMARY

CHIO DEMONSTRATIONAL FEEDER CALF SALE

TOTAL ALL FALL 1964 SALES

CALVES AND YEARLINGS

U.S.D.A. Grade	Number	Weight			Dollars		
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Steers	7525	3446005	458	22.33	769,663.68	102.28	15.50-33.00
Heifers	5830	2457350	422	18.14	445,846.85	76.47	12.00-52.00
Total & Ave.	13355	5903355	442	20.59	1,215.510.53	91.02	12.00-52.00

Source: Primary and secondary sale data

Sponsored by:

Guernsey and Noble Beef Cattle Producers Association
Southeastern Ohio Beef Cattle Association
Lancaster Area Feeder Calf Improvement Committee
Chillicothe Area Feeder Calf Improvement Association
Coshocton Area Feeder Calf Improvement Committee
Hillsboro Area Feeder Calf Improvement Association
Tri-County Area Feeder Calf Sale
Marion Area Feeder Calf Improvement Committee

Cooperating Markets:

Producers Livestock Association
  Coshocton Branch
  Chillicothe Branch
  Lancaster Branch
  Hillsboro Branch
  Marion Branch
Athens Livestock Sales Company, Athens
Ohio Valley Livestock Company, Gallipolis
Scio Auction Company, Scio

SUMMARY FALL OHIO DEMONSTRATIONAL FEEDER CALF SALE

1957 - 1964

Total Steer Calves - Fall

U.S.D.A. Standard Grades Used for Price Reporting in 1964
1957-1963 Reported According to Standards Accepted and Used by Certain Segments of Ohio's Livestock Industry for Price Reporting

Year	No. Head	Ave. Weight	Price		Percent by Grade				
			Per Hundred	Per Head	Prime	Choice	Top Good	Good	Medium
1964	(1) 7,218	451	$22.56	$101.72	1.6	47.8		50.6	
1963	(2) 7,104	458	25.80	118.24		4	25	57	14
1962	6,508	452	28.84	130.22		4	19	61	16
1961	5,588	449	27.22	122.12		5	31	54	10
1960	5,509	445	25.64	114.17		6	25	57	12
1959	6,032	441	29.06	128.00		9	29	52	10
1958	5,346	452	31.75	143.58		15	39	37	9
1957	4,315	435	24.65	107.33		12	38	38	12
Total Heifer Calves - Fall									
1964	(1) 5,738	419	18.18	76.28	.8	52.6		46.6	
1963	(2) 5,528	425	22.16	94.17		1	21	61	17
1962	5,074	417	24.07	100.46		2	17	65	16
1961	4,121	416	23.50	97.82		2	23	61	14
1960	4,206	411	21.73	89.37		3	20	57	20
1959	4,908	409	25.50	104.30		5	23	55	17
1958	4,295	414	27.81	115.22		9	31	43	17
1957	3,295	407	20.50	83.36		9	34	41	16

This is a summary of calves only
(1) Federal Feeder Calf Grade Standards Used 1964 Only
(2) 1957-1963 -- Grade standards used were not Federal or U.S.D.A. Standards but those accepted by certain segments of Ohio's livestock marketing industry.

TOTAL STEER CALF SUMMARY
OHIO DEMONSTRATIONAL SALES 1964

Date	Sale	No. Head	Ave. Weight	Price Per Cwt.	Total No. Sale Lots Steers and Heifers	Percent by Grade Prime	Choice	Top Good	Good	Medium
Apr. 14	Chillicothe	527	580	22.96				3.6	77.6	18.8
Apr. 21	Chillicothe	420	552	23.15			1.2	19.5	66.9	12.4
Apr. 22	Coshocton	858	548	22.05				2.2	91.7	6.1
Apr. 23	Scio	147	535	23.30				69.4	30.6	
Apr. 29	Guernsey Noble	509	570	22.93				13.0	73.0	14.0
----	-------	---	----	-----Adoption of Federal GRADE STANDARDS for price reporting in 1964 -						
Sept. 29	Athens	464	428	21.88	74	4.3	40.7		55.0	
Oct. 1	Chillicothe	307	623	18.54	42		35.8		64.2	
Oct. 6	Gallipolis	198	410	21.13	57	1.0	49.5		49.5	
Oct. 7	Scio	275	413	23.99	73		56.4 (1)	(1)	43.6 (1)	(Low Good)
Oct. 8	Hillsboro	557	473	22.86	84		(3.1)	(12.2)	(49.0)	(35.7) (1)
Oct. 13	Chillicothe	563	439	23.31	57		51.7		48.3	
Oct. 14	Coshocton	499	496	22.22	68		43.7		56.3	
Oct. 20	Chillicothe	446	443	22.87	64		46.9		53.1	
Oct. 21	Guernsey Noble	554	453	23.87	57	2.9	48.6		48.6	
Oct. 22	Marion	171	440	23.67	67	2.8	64.2		33.0	
Oct. 27	Chillicothe	513	451	21.41	80	2.5	52.2		45.2	
Oct. 28	Guernsey Noble	522	442	23.94	76	2.1	45.0		52.9	
Oct. 29	Hillsboro	559	451	22.24	NA	2.0	43.5		54.6	
Oct. 30	Lancaster(1)	703	459	22.27	109	1.6	49.9		48.5	
	Lancaster						(1.6)(1)	(5.4)(1)	(44.5)(1)	(48.5)(1)
Nov. 4	Coshocton	570	467	22.57	83		41.1		58.9	
Nov. 6	Athens	169	420	20.56	53	7.7	55.0		37.3	
Nov. 10	Chillicothe	455	450	22.17	88	1.1	51.2		47.7	

Source: Computed from primary and secondary sale data.

(1) These figures represent the percent of calves by grade as reported by Producers Livestock Association "These are Ohio Approved Calves graded according to standards accepted by the industry and used here in previous year". In reference to this statement the author points out that the same person graded all sales included in this report. Had the original grading data been made available for the October 8 sale comparable data could have been presented for all sales.

HEIFER AND STEER PRICE SPREAD
1957 - 1964
Ohio Demonstrational Feeder Calf Sales

Year	Spread Between the Average Weighted Price Paid for Steers and Heifers
1964	4.38
1963	3.64
1962	4.77
1961	3.72
1960	3.91
1959	3.56
1958	3.94
1957	4.15

Percentage of Heifer and Steer Calves
Sold in Ohio Demonstrational
Feeder Calf Sales, by Years

1957 - 1964

Year	Percent Steers	Percent Heifers
1964	55.7	44.3
1963	56.2	43.8
1962	56.2	43.8
1961	57.6	42.4
1960	56.7	43.3
1959	55.5	44.9
1958	55.1	44.5
1957	56.7	43.3

SOUTHEASTERN OHIO BEEF CATTLE ASSOCIATION

Athens, Ohio
September 29, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	19	9095	479	23.24	2,114.12	111.26	21.25-24.25
Choice	179	74195	414	23.45	17,401.04	97.21	20.25-24.75
Good & Choice	24	10225	426	22.00	2,249.50	93.73	22.00
Good	242	105145	434	20.54	21,695.25	89.24	15.50-23.25
Total & Ave.	464	198660	428	21.88	43,459.91	93.66	15.50-24.75

HEIFERS

Prime							
Choice	141	60285	428	18.42	11,102.68	78.74	17.00-19.25
Good & Choice	44	16255	369	17.00	2,763.26	62.80	16.75-17.75
Good	149	62045	416	16.79	10,419.86	69.93	12.00-19.25
Total & Ave.	334	138585	415	17.52	24,285.80	72.71	12.00-19.25

SALE AVERAGE

Steers	464	198660	428	21.88	43,459.91	93.66	15.00-24.75
Heifers	334	138585	415	17.52	24,285.80	72.71	12.00-19.25
Total & Ave.	798	337245	426	20.09	67,745.71	84.89	12.00-24.75

Source: Primary sale data.

CHILLICOTHE AREA FEEDER CALF IMPROVEMENT ASSOCIATION

Chillicothe, Ohio
October 1, 1964

Yearlings

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime							
Choice	110	66755	607	19.64	13,107.10	119.15	18.30-21.25
Top Good	108	67685	627	18.29	12,376.38	114.60	18.00-18.75
Good	89	56780	638	15.54	9,961.77	111.93	15.80-18.70
Total & Ave.	307	191220	623	18.54	35,445.25	115.45	15.80-21.25

HEIFERS

Prime							
Choice	23	12375	538	16.99	2,103.04	91.44	15.90-17.60
Top Good	17	9465	557	16.89	1,598.30	94.02	16.80-17.00
Good	52	28515	548	15.48	4,414.05	84.89	14.00-17.60
Total & Ave.	92	50355	547	16.12	8,115.39	88.21	14.00-17.60

SALE AVERAGE

Steers	307	191220	623	18.54	35,445.25	115.45	15.80-21.25
Heifers	92	50355	547	16.12	8,115.39	88.21	14.00-17.60
Total & Ave.	399	241575	605	18.03	43,560.64	109.17	14.00-21.25

Prepared from secondary data supplied by Producers Livestock Association.

SOUTHEASTERN OHIO BEEF CATTLE ASSOCIATION

Gallipolis, Ohio
October 6, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	2	825	413	23.50	193.88	96.94	23.50
Choice	98	38140	389	21.73	8,287.58	84.57	20.00-22.50
Good	98	42215	431	20.53	8,668.79	88.46	18.00-22.00
Total & Ave.	198	81180	410	21.13	17,150.25	86.62	18.00-23.50

HEIFERS

Prime							
Choice	88	34290	390	18.03	6,184.09	70.27	16.80-20.70
Good	82	33970	414	16.52	5,610.57	68.42	15.60-23.00
Total & Ave.	170	68260	402	17.28	11,794.66	69.38	15.60-23.00

SALE AVERAGE

Steers	198	81180	410	21.13	17,150.25	86.62	18.00-23.50
Heifers	170	68260	402	17.28	11,794.66	68.38	15.60-23.00
Total & Ave.	368	149440	406	19.37	28,044.91	78.65	15.60-23.50

Source: Primary sale data

TRI-COUNTY AREA FEEDER CALF SALE

Scio, Ohio
October 7, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime							
Choice	155	61230	395	25.59	15,671.67	101.11	30.50-21.50
Good	120	52250	435	22.10	11,549.11	96.24	29.00-18.50
Total & Ave.	275	113480	413	23.99	27,220.78	98.98	30.50-18.50

HEIFERS

Prime	1	485	485	18.50	89.72	89.72	18.50
Choice	116	46240	399	17.65	8,160.23	70.35	19.00-17.00
Good	64	24705	386	17.16	4,238.91	66.23	18.00-16.00
Total & Ave.	181	71430	395	17.48	12,488.91	69.00	16.00-19.00

SALE AVERAGE

Steers	275	113480	413	23.99	27,220.78	98.98	30.50-18.50
Heifers	181	71430	395	17.48	12,488.91	69.00	16.00-19.00
Total & Ave.	456	184910	406	21.48	39,709.69	87.08	30.50-16.00

Source: Primary sale data

HILLSBORO AREA FEEDER CALF ASSOCIATION 1/

Hillsboro, Ohio
October 8, 1964

STEERS

Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Choice	17	8850	520	25.87	2,292.57	134.75	25.85-26.00
Top Good	68	33845	497	23.82	7,895.54	116.11	22.50-26.00
Good	273	129275	474	23.11	30,048.57	110.06	20.75-25.00
Low Good	199	91415	459	21.63	19,973.90	100.37	19.00-23.00
Total & Ave.	557	263385	473	22.86	60,210.58	108.09	19.00-26.00

HEIFERS

Choice	13	6130	471	19.87	1,213.95	93.38	19.50-20.25
Top Good	60	27705	461	19.25	5,388.69	89.81	18.00-20.50
Good	149	66345	445	19.70	12,988.75	87.17	18.00-29.75
Low Good	139	60985	438	18.28	11,178.95	80.42	17.25-19.50
Total & Ave.	361	161165	446	19.09	30,770.34	85.23	17.25-20.75

SALE AVERAGE

Steers	557	263385	473	22.86	60,219.58	108.09	19.00-26.00
Heifers	361	161165	446	19.09	30,770.34	85.23	17.25-20.25
Total & Ave.	918	424875	462	21.41	90,980.92	99.10	17.25-26.00

1/ This report was prepared by Producers Livestock Association using grade terminology regularly used by Producers Livestock Association.
Calves in this sale were graded by the same grader using the same grade standards as in all other sales covered by this report.
Original data for this sale was not available for use in this report; therefore, only total and average figures can be compared and are used in total summary.

CHILLICOTHE AREA FEEDER CALF IMPROVEMENT ASSOCIATION

Chillicothe, Ohio
October 13, 1964

Herefords

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime							
Choice	291	128345	441	23.83	30,588.43	105.11	20.75-25.50
Good	272	118670	436	22.75	26,997.40	99.26	20.75-24.25
Total & Ave.	563	247015	439	23.31	57,585.83	102.28	20.75-25.00

HEIFERS

Prime							
Choice	297	126160	425	19.44	24,520.89	82.56	18.00-20.50
Good	185	77255	418	19.11	14,761.44	79.79	15.25-20.25
Total & Ave.	482	203415	422	19.31	39,282.33	81.50	15.25-20.50

SALE AVERAGE

Steers	563	247015	439	23.31	57,585.83	102.28	20.75-25.50
Heifers	482	203415	422	19.31	39,282.33	81.50	15.25-20.50
Total & Ave.	1045	450430	431	21.51	96,868.16	92.70	15.25-25.50

Prepared from secondary data supplied by Producers Livestock Association.

GUERNSEY-NOBLE BEEF CATTLE PRODUCERS ASSOCIATION

Coshocton, Ohio
October 14, 1964

Hereford & Shorthorn Yearlings

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime							
Choice	218	106550	489	23.16	24,679.53	113.21	21.00-27.00
Good	281	140740	501	21.51	30,267.58	107.71	18.50-23.25
Total & Ave.	499	247290	496	22.22	54,947.11	110.11	18.50-27.00

HEIFERS

Prime							
Choice	147	62330	424	18.00	11,224.68	76.36	16.00-19.00
Good	162	67700	418	16.00	10,830.05	66.85	14.25-17.00
Total & Ave.	309	130030	421	16.96	22,054.73	71.37	14.25-19.00

SALE AVERAGE

Steers	499	247290	496	22.22	54,947.11	110.11	18.50-27.00
Heifers	309	130030	421	16.96	22,054.73	71.37	14.25-19.00
Total & Ave.	808	377320	467	20.41	77,001.84	95.30	14.25-27.00

Source: Primary sale data

CHILLICOTHE AREA FEEDER CALF IMPROVEMENT ASSOCIATION

Chillicothe, Ohio
October 20, 1964

Hornless

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime							
Choice	209	97855	468	23.43	22,929.68	109.71	19.75-26.75
Good	237	99655	421	22.32	22,244.53	93.86	18.50-24.00
Total & Ave.	446	197510	443	22.87	45,174.21	101.29	18.50-26.76

HEIFERS

Prime							
Choice	257	106575	415	19.53	20,814.53	80.99	17.25-23.00
Good	141	58065	412	18.93	10,993.74	77.97	16.25-20.00
Total & Ave.	398	164640	414	19.32	31,808.27	79.92	16.25-23.00

SALE AVERAGE

Steers	446	197510	443	22.87	45,174.21	101.29	18.50-26.75
Heifers	398	164640	414	19.32	31,808.27	79.92	16.25-23.00
Total & Ave.	844	362150	429	21.26	76,982.48	91.21	16.25-26.75

Prepared from secondary data supplied by Producers Livestock Association.

GUERNSEY-NOBLE BEEF CATTLE PRODUCERS ASSOCIATION

Coshocton, Ohio
October 21, 1964

Herefords

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	16	8740	546	24.91	2,176.72	136.05	23.50-28.50
Choice	269	123970	461	24.14	29,028.81	111.26	22.50-26.00
Good	269	118235	440	23.52	27,808.49	103.38	20.75-24.00
Total & Ave.	554	250945	453	23.87	59,914.02	108.15	20.75-28.50

HEIFERS

Prime	24	11390	475	21.07	2,399.86	100.00	26.00-21.25
Choice	167	69240	415	19.44	13,458.63	80.59	17.00-20.25
Good	205	85955	419	18.22	15,661.72	76.40	17.50-19.25
Total & Ave.	396	166585	421	18.92	31,520.21	79.60	17.00-21.25

SALE AVERAGE

Steers	554	250945	453	23.87	59,914.02	108.15	20.75-28.50
Heifers	396	166585	421	18.02	31,520.21	79.60	17.00-21.25
Total & Ave.	950	417530	440	21.89	91,434.23	96.25	17.00-28.50

Source: Primary sale data

MARION AREA FEEDER CALF IMPROVEMENT COMMITTEE

Marion, Ohio
October 22, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	3	1350	450	27.76	374.71	124.90	24.75-29.00
Choice	70	31765	454	24.32	7,724.65	110.35	23.00-30.50
Good	36	17205	478	21.41	3,683.84	102.33	18.75-23.00
Green Clamps	62	24975	403	24.19	6,040.36	97.43	22.25-31.50
Total & Ave.	171	75295	440	23.67	17,823.56	104.23	18.57-31.50

HIEFERS

Prime							
Choice	42	17660	420	20.49	3,619.03	86.17	17.50-22.50
Good	27	10030	371	20.94	2,100.34	77.79	17.50-25.50
Total & Ave.	69	27690	401	20.66	5,719.37	82.89	17.50-25.50

SALE AVERAGE

Steers	171	75295	440	23.67	17,823.56	104.23	18.75-31.50
Heifers	69	27690	401	20.66	5,719.37	82.89	17.50-25.50
Total & Ave.	240	102985	429	22.86	23,542.93	98.10	17.50-31.50

Source: Primary Sale data

CHILLICOTHE AREA FEEDER CALF IMPROVEMENT ASSOCIATION

Chillicothe, Ohio
October 27, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	13	5415	417	23.93	1,296.24	99.71	21.50-26.00
Choice	268	121845	454	23.39	28,504.79	106.36	18.00-23.50
Good	232	104340	449	18.97	19,788.95	85.30	16.25-21.75
Total & Ave.	513	231600	451	21.41	49,589.98	96.67	16.25-26.00

HEIFERS

Prime							
Choice	294	123425	420	17.87	22,055.39	75.02	16.50-19.00
Good	164	71960	439	16.78	12,075.05	73.63	14.00-17.25
Total & Ave.	458	195385	427	17.47	34,130.44	74.52	14.00-19.00

SALE AVERAGE

Steers	513	231600	451	21.41	49,589.98	96.67	16.25-26.00
Heifers	458	195385	427	17.47	34,130.44	74.52	14.00-19.00
Total & Ave.	971	426985	440	19.61	83,720.42	86.22	14.00-26.00

Prepared from secondary data supplied by Producers Livestock Association.

GUERNSEY-NOBLE BEEF CATTLE PRODUCERS ASSOCIATION

Coshocton, Ohio
October 28, 1964

Hereford & Angus

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	11	5470	497	25.00	1,367.48	124.31	24.75-25.50
Choice	235	99660	424	23.96	23,884.88	101.64	21.75-25.25
Good	276	125500	455	22.02	27,645.99	100.16	18.50-23.50
Total & Ave.	522	230630	442	23.94	55,204.65	105.76	18.50-25.50

HEIFERS

Prime							
Choice	217	92020	424	18.82	17,321.74	79.82	17.25-20.00
Good	224	90195	403	18.02	16,248.94	72.54	16.00-20.00
Total & Ave.	441	182215	413	18.42	33,570.68	76.12	16.00-20.00

SALE AVERAGE

Steers	522	230630	442	23.94	55,204.65	105.76	18.50-25.50
Heifers	441	182215	413	18.42	33,570.68	76.12	16.00-20.00
Total & Ave.	963	412845	429	21.50	88,775.33	92.19	16.00-25.50

Source: Primary sale data

HILLSBORO AREA FEEDER CALF ASSOCIATION 1/

Hillsboro, Ohio
October 29, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	11	5835	530	25.29	1,475.92	(134.17) 1/	2/
Choice	243	111615	459	22.78	25,427.78	(104.64) 1/	2/
Good	305	134930	442	21.66	29,227.17	(95.83) 1/	2/
Total & Ave.	559	252380	451	22.24	56,130.87	(100.41) 1/	18.75-26.75

HEIFERS

Prime	6	2575	429	19.16	493.61	(82.27) 1/	2/
Choice	212	91770	433	18.10	16,618.53	(78.39) 1/	2/
Good	240	103360	431	15.85	16,384.71	(68.27) 1/	2/
Total & Ave.	458	197705	432	16.94	33,496.85	(73.14) 1/	14.00-20.25

SALE AVERAGE

Steers	559	252380	451	22.24	56,130.87	(100.41) 1/	18.75-26.75
Heifers	458	197705	432	16.94	33,496.85	(73.14) 1/	14.00-20.25
Total & Ave.	1017	(450085) 1/	442	19.91	(89,627.72) 1/	(88.13) 1/	14.00-26.75

Source: Prepared by Producers Livestock Association

1/ Computed from summary report furnished by producers Livestock Association

2/ Information not available

LANCASTER AREA FEEDER CALF IMPROVEMENT COMMITTEE

Lancaster, Ohio
October 30, 1964

Hornless

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	11	5240	476	25.35	1,328.58	120.78	24.00-26.25
Choice	351	163715	466	23.03	37,696.19	107.40	20.75-23.00
Good	341	153825	451	21.36	32,857.50	96.36	19.00-23.00
Total & Ave.	703	322780	459	22.27	71,882.27	102.25	19.00-33.00

HEIFERS

Prime							
Choice	327	140485	430	18.00	25,293.39	77.34	16.00-52.00
Good	269	111300	414	16.61	18,484.90	68.72	13.50-17.75
Total & Ave.	596	251785	422	17.39	53,778.29	72.78	13.50-52.00

SALE AVERAGE

Steers	703	322780	459	22.27	71,882.27	102.25	19.00-33.00
Heifers	596	251785	422	17.39	43,778.29	72.78	13.50-52.00
Total & Ave.	1299	574565	442	20.13	115,660.56	89.04	13.50-52.00

The Lancaster Area Feeder Calf Improvement Committee elected not to use U.S.D.A. grades as stated in Producers Livestock report of the sale dated October 30,1964. "These are Ohio Approved calves graded according to standards accepted by the industry and used here in previous years."

To facilitate the summation of the 1964 sales program, this summary uses U.S.D.A. grade terminology so that comparisons can be made with other Ohio sales as well as prices reported from other states and major livestock terminals. A summary of the Lancaster sale using their terminology can be found on the next page of this report.

Source: Primary sale data

LANCASTER AREA FEEDER CALF IMPROVEMENT COMMITTEE

Lancaster, Ohio
October 30, 1964

Hornless

STEERS

Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Choice	11	5240	476	25.35	1,328.58	120.78	24.00-26.25
Top Good	38	20200	532	22.71	4,587.72	120.73	21.00-33.00
Good	313	143515	459	23.07	33,108.47	105.78	20.75-24.50
Medium	341	153825	451	21.36	32,857.50	96.36	19.00-23.00
Total & Ave.	703	322780	459	22.27	71,882.27	102.25	19.00-33.00

HEIFERS

Choice							
Top Good	31	13245	427	20.27	2,685.15	86.62	19.00-52.00
Good	296	127240	430	17.77	22,608.24	76.38	16.00-19.00
Medium	269	111300	414	16.61	18,484.90	68.72	13.50-17.75
Total & Ave.	596	251785	422	17.39	43,778.29	72.78	13.50-52.00

SALE AVERAGE

Steers	703	322780	459	22.27	71,882.27	102.25	19.00-33.00
Heifers	596	251785	422	17.39	43,778.29	72.78	13.50-52.00
Total & Ave.	1299	574565	442	30.13	115,660.56	89.04	13.50-52.00

Source: Primary sale data

The Lancaster Area Feeder Calf Improvement Committee elected not to use U.S.D.A. grades terminology. The terminology used on this page was described in Producers Livestock Association's report of this sale dated October 30, 1964 as follows: "These are Ohio Approved calves graded according to standards accepted by the industry and used here in previous years."

This same sale is reported using U.S.D.A. grade standards and terminology on page 21 of this report.

COSHOCTON AREA FEEDER CALF IMPROVEMENT COMMITTEE

Coshocton, Ohio
November 4, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime							
Choice	234	108305	463	23.88	25,322.00	108.21	20.50-29.50
Good	336	158100	471	22.01	34,804.77	103.59	18.50-23.50
Total & Ave.	570	266405	467	22.57	60,126.77	105.49	18.50-29.50

HEIFERS

Prime							
Choice	204	87300	428	20.18	17,615.23	86.35	17.25-22.25
Good	200	84335	422	19.02	16,038.52	80.19	16.50-20.00
Total & Ave.	404	171635	425	19.61	33,653.75	83.30	16.50-22.25

SALE AVERAGE

Steers	570	266405	467	22.57	60,126.77	105.49	18.50-29.50
Heifers	404	171635	425	19.61	33,653.75	83.30	16.50-22.25
Total & Ave.	974	438040	450	21.41	93,780.52	96.28	16.50-29.50

Prepared from secondary data supplied by Coshocton Producers

SOUTHEASTERN OHIO BEEF CATTLE ASSOCIATION

Athens, Ohio
November 6, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	13	5220	401	21.66	1,130.92	86.99	23.00
Choice	93	38735	416	20.99	8,132.24	87.44	22.50-18.75
Good	63	27100	430	19.74	5,350.45	84.92	21.50-17.00
Total & Ave.	169	71055	420	20.56	14,613.61	86.47	23.00-17.00

HEIFERS

Prime							
Choice	136	54085	397	17.29	9,351.61	68.76	19.00-16.00
Good	74	26125	358	15.69	4,098.12	56.13	17.00-14.00
Total & Ave.	209	80210	383	16.76	13,449.73	64.35	19.00-14.00

SALE AVERAGE

Steers	169	69310	420	20.56	14,613.61	86.47	32.00-17.00
Heifers	209	80210	383	16.76	13,449.73	64.35	19.00-14.00
Total & Ave.	378	149520	395	18.77	28,063.34	74.24	23.00-14.00

Source: Primary sale data

CHILLICOTHE AREA FEEDER CALF IMPROVEMENT ASSOCIATION

Chillicothe, Ohio
November 10, 1964

STEERS

U.S.D.A. Grade	Number	Weight		Dollars			
		Total	Average	Per Cwt.	Total	Per Head	Price Range
Prime	5	2395	479	25.20	603.47	120.69	18.00-29.50
Choice	233	108980	468	22.78	24,821.43	106.53	19.50-24.25
Good	217	93800	409	21.39	20,065.43	92.47	18.00-22.75
Total & Ave.	455	205175	450	22.17	45,490.33	99.98	18.00-29.50

HEIFERS

Prime	8	3415	426	19.75	674.46	84.31	19.75
Choice	163	66695	409	18.83	12,557.91	77.04	17.10-20.00
Good	301	126150	419	17.99	22,694.73	75.40	14.75-19.25
Total & Ave.	472	196260	416	18.31	35,927.10	76.12	14.75-20.00

SALE AVERAGE

Steers	455	205175	450	22.17	45,490.33	99.98	18.00-29.50
Heifers	472	196260	416	18.31	35,927.10	76.12	14.75-20.00
Total & Ave.	927	401435	433	20.28	81,417.43	87.83	14.75-29.50

Prepared from secondary data supplied by Producers Livestock Association.

Summary of Data

The special feeder calf sales included in this analysis sold a total of 13,355 head of calves and yearlings. In the fall of 1963 the sales held by these same associations sold 14,257 calves and yearlings. Total calf sales increased in 1964 over 1963. Fall calf sales in 1964 totaled 12,956 head, which is an increase of 324 head over the total for the fall sales in 1963.

Price declines experienced during the previous feeding season by cattle feeders are reflected in the prices paid for feeder calves in the 1964 Fall Ohio Demonstrational Feeder Calf Sales. The weighted average price paid for steers in the 1964 sales included in this analysis was $22.56 a hundred pounds for steers averaging 451 pounds. The average weighted price for steers in 1963 sales was $25.80 a hundred pounds for steers averaging 458 pounds. Farmers using Demonstrational Feeder Calf Sales as their marketing channel received on the average $3.24 less a hundred pounds than in 1963.

Heifer prices in fall demonstrational sales were $3.98 below the 1963 average weighted price. The weighted average price received for heifers in the 1964 Ohio Demonstrational Sales was $18.18 a hundred pounds. Heifers in the 1964 fall sales averaged seven pounds lighter than in 1963. Both 1963 and 1964 were unusually dry seasons in the feeder calf production areas; heifers in 1963 averaged 425 pounds and in 1964, 419 pounds.

The spread between heifer and steer prices in the Ohio Demonstrational Sales was $4.38 a hundred pounds in 1964. This figure is the difference between the weighted average prices paid for steers and heifers. While the 1964 heifer-steer spread was approximately seventy-five cents a hundred greater than the 1963 spread. It was only 39 cents a hundred below the record high set in 1962 Ohio Demonstrational Sales.

The increase in the percentage of heifers in the 1964 fall sales (43.8 in 1963 to 44.3 in 1964) indicates that Ohio feeder calf producers are holding fewer of their heifer calves back on the farms for replacements. The 1964 percent of heifers was not as high as the 1958 percentage of 44.5 or the high of 44.9 percent set in 1959.

The use of one grader to grade all Ohio Demonstrational Sales and the application of Federal feeder calf grade standards made an outstanding contribution to perfecting the knowledge of buyers and sellers in the Ohio feeder calf market.

The application of handling practices and office procedures recommended in Cooperative Extension Bulletin 447, "Conducting Feeder Calf Sales," by all cooperating markets resulted in considerable savings in time and expense to the markets. This savings can be passed on to farmer patrons as lower marketing costs.

Data collected during the fall of 1964 shows that Ohio cattle feeders demand larger lots of cattle than they did in 1959 and 1960. Data collected in 1959 and 1960 showed that the optimum size lot of feeder calves offered in Ohio Approved sales was approximately thirty head. The 1964 data indicates the lots with 40 or more calves are more in demand. Approximately 98 percent of the calves sold in Ohio sales are purchased by Ohio cattle feeders.

The majority of the fall 1964 demonstrational sales used one hundred pound weight breaks for penning and selling cattle. This practice, while used experimentally in some sales in recent years, is a departure from the standard practice of fifty pound weight breaks used in the development years of the special sales. The increase in weight spread has met with enthusiastic acceptance on the part of buyers. The increased weight spread enables the grader to more satisfactorily package the calves after final grading as well as reducing the number of holding pens required during the grading operations.

Observations From The Fall 1964 Ohio Approved Feeder Calf Sales

1964 was the first year Federal grade standards were used to identify quality, quantity and price in Ohio Demonstrational sales. 1964 was also the first year all Ohio Approved sales used the same grader.

All Ohio Demonstrational Feeder Calf Sales were graded according to the same set of uniform standards in the fall of 1964.

All sales handled their calves and records as described in "Conducting Feeder Calf Sales," Ohio Cooperative Extension Service Bulletin 447.

For the most part delivery to the market was excellent. Most sales had an early afternoon delivery deadline. A few late deliveries emphasize the necessity for the association and its members to arrange for proper and adequate trucking. Some late deliveries were the result of multiple long hauls by the same trucker.

In the majority of the sales, 100 pound weight breaks were used for penning and selling. This permitted larger lots to be offered for sale and reduced the number of pens required for receiving the calves.

The marketing agency should consider placing hay in pens prior to the arrival of calves and to having hay racks replenished following final penning.

The market is encouraged to give consideration to providing two men to load out steers during the sale. This permits steer buyers to get an earlier start home and relieves congestion at the dock following the sale.

A committee representative should be available to the grader to insure the carrying out of the association's policies.

Association representatives should observe <u>each</u> lot of cattle prepared for sale by the grader and make any and all adjustments they feel necessary or desirable to fulfill association policies at the time of final grading.

Experimentation with sale order arrangements showed the following:

1. Larger lots - 40 or more - were well received by buyers

2. Arranging sale order to offer all lots of ten or less at the end of their sex classification, regardless of grade, but in grade order to give favorable results.